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Vol. VII. No. 26. NEW-YORK, Saturday, June 26, 1875.

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In noting the death of Mr. Samuel G. Drake, we inadvertently attributed to him some recent books published by the Osgoods, and the "Nooks and Corners of the New-England Coast," soon to be published by the Harpers, and thus dug a too early grave for a promising author of the second generation, Mr. Samuel Adams Drake. If an apology may be accepted in place of the capital punishment we deserve, it is herewith made. The work mentioned will be issued next week in a handsome volume of 450 pages, uniform in shape with Mr. Nordhoff's California books. It skirts that interesting coast from Mt. Desert, Maine, to Saybrook, Ct., and describes most pleasantly the picturesque features and historical associations of each place of interest. There are three hundred wood-cuts, and for "Preface" there is a map of the coast, with the inscription, "On this line, if it takes all summer."

HENRY HOLT & Co. will shortly add to their uniform edition of Mill, a fifth volume of "Dissertations and Discussions," containing many review essays and other papers of his later years. They have also nearly ready the Student's Austin's Jurisprudence, an abridgment of that important but bulky work into a handy 12mo of 500 pages, by Robert Campbell, of Lincoln's Inn. A valuable introduction prefaces the abridgment.

MACMILLAN & Co. have just received sample copies of "The Life of Saint Teresa," a new devotional book, uniform with their handsome editions of Thomas à Kempis, and a bright little manual of "The Art of Swimming in the Eton Style," by "Sergeant" Leahy, a loquacious old soldier who teaches the young idea how to swim at that famous seat of learning.

MR. F. B. PATTERSON is just publishing, in his "Old New-York" series, a second interesting lecture by Mr. James W. Gerard, on "The Old Stadt Huys of New-York." It includes curious accounts of old trials.

Among notable new books at Scribner, Welford & Armstrong's, are the superb library edition of Molière, as admirably translated by H. Van Laun, translator of Taine's English Literature, to be in six elegant volumes, with etchings, for which they are now receiving sub-scriptions; and the four-volume edition of Shelley's Poetical and Prose Works, reprinted from the original publications in very neat shape, and retailing here at but \$1 per volume.

BESIDES having ready their new edition of "Stonehenge on the Horse," Porter & Coates have also a new edition of the "Horse Owner's Cyclopædia" in preparation. They will shortly issue two new volumes in the International Series of Novels: "Afraja; or, Life and Love in Norway," from the German of Otto Mugge, by Edward Joy Morris—a powerful Norwegian tale; and "Castle Daly," a capital English novel, by Annie Keary, authoress of "Old-bury," etc.

THE publication, by Jas. R. Osgood & Co., of ennyson's drama, "Queen Mary," is the Tennyson's drama, "Queen Mary,

of the day. The poet-laureate's first essay in drama is pronounced by the London Times superior to any work of its class since Shakespeare's day, and that is sweeping praise. The present is, of course, the author's American edition. The Osgoods also issue to-day, in their library of novels, "Jocelyn's Mistake," by Mrs. J. K. Spender.

Publishers' Board of Trade.

OFFICE OF THE SECRETARY,

812 Broadway, New-York.

June 23, 1875.

ENGAGEMENTS.

By Messes, Ivison, Blakeman, Taylor & Co. (date of letter, June 22d): W. W. McClelland, Pittsburgh, Pa.

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*Macmillan.

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RESOLVED, That this Convention recognize the Publishers' Weekly as the established organ of the entire trade, and recommend it to publishers as the medium through which they should make their "first announcement" of books they propose to publish, and the full title of all books immediately on publication.—American Book Trade Association.

CLAXTON, REMSEN & HAPPELPINGER, Phila.

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J. Schedler's Manual for the Use of Globes.

Ho! for the Convention!

Every thing is progressing swimmingly, as the boys say, for the Convention, and it promises to far outreach what the most sanguine have anticipated, both in numbers and earnestness. The local agents who have so far reported send word as a rule that eight or ten will be present from each of their cities, and the Committee have received direct word from individual members of the trade almost from Maine to Mexico. We shall be surprised not to see at least two hundred and fifty, and we should not be surprised to see five hundred present at Niagara, and it is expected that most of these will return in the special train to the Book Fair at New-York. The liberal reductions on fares and hotel rates, and the other arrangements so far made, are stated in full elsewhere, and we trust the trade will not be slow to take advantage of the opportunities presented. Niagara will see a gathering such as the American book trade has not before known, and whoever fails to come will, we assure that unfortunate, be sorry enough.

WE give elsewhere, by request, correspondence as to another difficulty at Chicago. We are glad to see the New-York house putting itself on record in protest against this underselling, for it is by the backing of such foremost publishers as these that "backbone" is given to the trade. At the same time, we deprecate unnecessary ventilation of any specific difficulties .which the Arbitration Committee of the Board of Trade has power to adjust. The writers of one of the letters, however, seem to be in error as to this being a case under Board rules, for we learn, on inquiry, that notice was given to the Committee that competition from outside the Board compelled this price to be made, in which case the Board rules lapse for that particular instance. The present difficulty is not new, for these copy-books have been sold at this rate for several years. But this does not affect the essential injustice of booksellers being obliged to sell for ten cents what costs them nine cents in money, and probably more than the other cent on expense account. We trust that after Niagara many of these difficulties will be swept away, for the trade ought then to feel and to exercise its own power against "bluff" games of whatever sort.

Arrangements for the Convention.

THE Committee on Assemblies give notice that the Convention will be opened Tuesday afternoon, July 13th, at 3 o'clock, with an address by President Randolph. Arrangements have been made to hold the general meetings in the Pavilion, Prospect Park, near the Falls, at a single entrance-fee of twenty-five cents for each member for the whole time. During convention week there will be special meetings of the law, medical, Gatholic, and Sunday-school publishers, the representatives of the religious publication societies, jobbers, and any other special interests, places and time to be designated at the Convention.

Head-quarters at Niagara will be at the International Hotel, which offers the most favorable terms to members of the trade; the Cataract and Spencer Houses also make some reduction in their terms, as does the Tifft House at Buffalo. At New-York, during the Book Fair, which it is hoped will be attended en masse by those present at the Convention, the Grand Central Hotel will be head-quarters, at greatly reduced rates; the Metropolitan will also make some reduction. These reductions cover only the time of the Convention and Fair. The committee does not undertake to make specific arrangements as to rooms, etc., at the hotels, so that those desiring special accommodations should apply to the respective proprietors directly, by letter.

A special train for the accommodation of those attending the trade Convention, will leave New-York via the Erie Railway, on Monday evening, July 12th, by the ferry at foot of Twenty-third street, at 6.30 P.M., or foot of Chambers street at 7 P.M. Tickets for the round trip, \$10, to be obtained at the ticket-office on presentation of the certificate of the Committee on As-The tickets are good on any train; but it is urged that as many as possible will avail themselves of the special train, where superior arrangements will be made for their comfort, and an opportunity for mutual acquaintance and interchange of views will be afforded. Those who expect to take this train will please notify the committee at the earliest possible moment; and members who intend to take their families by this train will please state the accommodations required, that if a sufficient number apply a special sleeping-car may be set apart for families. Any members of the trade who prefer to leave the day before at the same hour will also please notify the Committee, and, if the number warrant, a special car will be dispatched on Sunday night also. The special train for the return will be so arranged as to afford the finest views of the glo-rious scenery on the Erie Railway.

No reductions by Hudson River and Central R.R. have so far been obtained, though the Albany boats issue round-trip tickets between New-York and Albany at \$3 (regular rate after July 1st, \$2 each way), good on either day or

night line.

Those coming from the East may obtain excursion tickets to New-York via Narragansett Steamboat Company, at \$6 from Fall River or Newport, \$7 from Boston or Taunton. Unless arrangements are made later, local fares must

be paid to those points.
Arrangements for the West so far made are: From Toledo and Detroit, by Canada Southern R.R., to Niagara, round trip at rate one way; from Toledo, \$8.25, on application to George B. Brown; Cleveland, via Lake Shore R.R., roundtrip tickets to Niagara at two cents per mile, good from July 12th to August 1st; Indianapolis, excursion tickets via C., C. & C. R.R. at two cents per mile; Cincinnati, excursion tickets via A. & G. W. R.R. to Niagara, thence to New-York and back, \$25—see also rates via C. C. & C. R.R.; Dubuque, round trip to Chicago via Chicago, Clinton, and Dubuque R.R., \$1230, time unlimited - rates from Chicago to be announced; St. Louis, excursion tickets to Niagara, via T., W. & W. R.R., on application to Mr. Baker, at \$20, good till September 1st.

Visitors from the South will find accommodations as follows: From Washington, excursion tickets to Niagara, via Pa. R.R. & Northern Central, \$19.25, good till Nov. '1st-but this necessitates breaking the route to get to Book Fair; Richmond, round trip to Baltimore, via Richmond, York River & Chesapeake R.R. (including a delightful steamboat trip on Chesapeake Bay), \$5—rates from Baltimore to be announced; New-Orleans, excursion tickets, via Chicago, St. Louis & N. O. R.R., to Niagara, \$60, good until Oct. 1st—members may possibly do better by buying only to St. Louis; Galveston, round trip tickets, through J. E. Mason, \$67.50.

This information, with particulars as to hotel rates, etc., which the Committee is not permitted to advertise publicly, is given in the invitation and circular now being distributed very widely through the trade by post; later arrangements will be announced through the WEEKLY as soon as concluded. As a rule, those coming from smaller places must make individual arrangements to the centres, having previously applied for the reductions thence to the local agents of the Committee, from whom the method of obtaining these reductions must be learned. The Committee can not assist those coming and going by different routes, except between New-York and Niagara. From any place not covered by the Committee, it would advise the purchase of the general ex-cursion tickets to Niagara offered by most of the roads at low terms.

Certificates are now being sent out by the Committee on Assemblies to all members of the trade who desire to attend the Convention These entitle the holder to the hotel reductions, will assist him, and are in many l

cases necessary, to procure the special railroad rates, and give him the benefit of many reductions in the cost of sight-seeing at Niagara, besides admitting him to the Convention. are sent free of charge to all members of the trade making application (care of THE PUBLISH-ERS' WEEKLY), and it is desired that all who can will apply before reaching Niagara.

The Committee wishes to state that it is impossible for separate answers to be made to all the detailed letters of inquiry addressed to its members, and begs that these statements may be received in lieu thereof. All members of the trade, whether members of the A. B. T. A. or not, are invited and urged to take part in the Convention, and all who desire to promote reform are asked to impress upon the trade in their vicinity the importance of being present. Extra circulars for distribution will be freely sent, if application is made. Booksellers intending to visit the Eastern trade centres during the year will find it to their interest to come now, when low hotel and railroad rates on the one hand, and the extra inducements of the Book Fair on the other, make it doubly advantageous.

LOCAL AGENTS.

- Boston: William Lee, Messrs. Lee & Shepard. New-York: A. C. Barnes, Messrs. A. S. Barnes & Co.
- Albany and Troy: Joseph Knight, Messrs. H. B. Nims & Co. (Troy)
- Rochester: Messrs. Steele & Avery.
- Buffalo: Martin Taylor. Philadelphia: George Remsen, Messrs. Clax-
- ton, Remsen & Haffelfinger.
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- Milwaukee: H. H. West, Messrs. West & Co.
- Burlington, Iowa: Wesley Jones.
 Indianapolis: S. T. Bowen, Messrs. Bowen,
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- Dubuque: G. B. Grosvenor, Messrs. Grosvenor & Harger.
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- Nashville: A. Setliff. Dayton: A. F. Payne, Messrs. Payne, Holden & Co.
- Toledo: George Brown, Messrs. Brown &
- New Orleans: James A. Gresham.
- Galveston: J. E. Mason. Atlanta: F. G. Hancock, Messrs. Burke, Hancock & Co.
- Richmond: J. T. Ellyson, San Francisco: S. H. Bonesteel, Messrs. J. G. Hodge & Co.

MACMILLAN & Co. are to publish a twovolume historical work, on the arts and politics of Greece during the age of Pericles, by W. Watkiss Lloyd.

LETTERS TO THE EDITOR.

The interests of the trade can not be better served, than by a full discussion by its members of all questions which affect it. Our columns are always open to communications on any such subject, provided they be brief and suggestive, and we cordially invite the trade to express any suggestions or opinions of interest or value in " Letters to the Editor."

Copy-Books in Chicago.

[THE following correspondence is sent to us by the New-York house, with request to publish.—ED.]

NEW-YORK, June 14, 1875.

MESSRS. JANSEN, McClurg & Co. :

GENTLEMEN: Are not the P. D. & S. copybooks now supplied to children of the Chicago schools at retail under contract from Messrs. Potter, Ainsworth & Co.-A.S. Barnes, special partner-at 9 or 10 cents, the advertising and

regular price being 15 cents?

These terms were gained, if we mistake not, by a "sharp bluff game" similar to that resorted to in the Geography case, which is so fully ventilated in the current number of the PUBLISHERS' WEEKLY. If leading publishers have so little backbone, in the face of "extraordinary circumstances," or those "sharp necessities," when seeking to effect a sale of their books, then book-trade associations founded on their support are nothing but a farce or a snare.

Truly yours, IVISON, BLAKEMAN, TAYLOR & Co.

CHICAGO, June 18, 1875. MESSRS. IVISON, BLAKEMAN, TAYLOR & Co.

GENTLEMEN: In reply to your inquiry of the 14th inst. we would say that the P. D. & S. Copy-Books are supplied to the scholars of the Chicago public schools, by the special agreement of the publishers, at not over 10 cents per

copy at retail.

When this plan was proposed by the publishers to the Board of Education, the larger bookselling firms objected strongly, and refused to retail the books at the price named, knowing that, as they paid 9 cents apiece for the books in the largest quantities in New-York, it would be impossible for them to sell them again to the smaller dealers at such rates that the latter could retail them to the children at 10 cents and make any profit whatever. However, the opposition was not positive enough; the scheme was adopted, and the books have since then been supplied by the agent of the publishers in Chicago to the local retailers at 9 cents, and sold again by them at 10 cents. Not only is this action on his part, as we believe, in conflict with all true business principles, but also a direct violation of the rules of the Publishers' Board of Trade.

The dealers of Chicago were surprised that a house in which Mr. Barnes was a partner should inaugurate such a system of trade, and still more surprised that it should have been allowed by the Publishers' Board to go on without correction. The result is a direct discrimination against those publishers who abide by the rules, for we have been informed that members of the Chicago Board of Education who prefer another series of copy-books have

been deterred from advocating a change only because the publishers of this other series declined to obligate themselves to have their books retailed here at 10 cents.

In the light of recent events, Chicago dealers see that they have made a great mistake in not making a strong and united effort to prevent

this unjust violation of rules.

Yours very truly, JANSEN, McClurg & Co.

Between Two Fires.

KALAMAZOO, Mich., June 15, 1875.

To the Editor of the Publishers' Weekly:
DEAR SIR: We have watched with a good deal of interest the movement in behalf of reform in the book trade; but from our standpoint, the Put-in Bay Convention was a move forward in the crab fashion. We can not see what possible advantage it is to the small jobber or retailer to have their discounts lowered, and at the same time to allow ministers, doctors, teachers, and large buyers generally, who are the consumers of nine tenths of all the books that are published, to still have a discount of twenty per cent or over. Under the old rule we could make fifteen or twenty per cent off that class of customers, whereas under the Put-in Bay rules and Western jobbers' combination, we can only make from five to ten per cent profit. Now that looks to us like reform with a vengeance, but it is such a reform that retailers can not stand a great while. It appears to us that the Messrs. Lippincott's plan is the right one-a complete return to retail prices, no matter how large the buyer, to all parties outside of the trade. All that should be asked of publishers is that they shall not lie when they publish the retail price of their books.

Respectfully yours, SHAKESPEARE & ROUNDS.

Obituary.

CHARLES H. PHALEN.

THE trade has suffered no small loss by the drowning at the Williamsburgh ferry, on the night of the 15th, of Mr. Charles H. Phalen.

He was graduated last year, with distinguished honor, at Amherst. Having seen something of the commercial side of the book world, he at once took temporary service with Messrs. Ginn Brothers, as traveling agent. October 1, he became general manager of the educational interests of Henry Holt & Co.

His was one of those rare natures which are superior to experience, and he was successful from the start. One of the stipulations on which he took his position was, that he was not to work for any book that he did not believe in. His absolute honesty seemed to impress all whom he approached, and to make them believe a book was good, simply because To have business relations with he said so. him was to become his friend, and his energy and discretion were worthy of his scholarship, social qualities, and integrity.

The association of such a man with the trade, however young he may be or modest his position, is a good whose loss is to be deplored. Those who knew Mr. Phalen best feel most assured that in him died great promise, not only of personal eminence, but of high influ-

ence in his calling.

STATIONERY NOTES

MESSRS. HOSFORD & SONS, Cedar street, New-York, have placed upon the market the "Opaque Envelopes." They are made of a fine quality of tinted paper, and the manufacturers claim for them that the price is not higher than ordinary envelopes; that they are perfectly opaque, and that for strength and good surface they are equal to any thing in the market. The same house issues another style called the "Safety Opaque." This envelope is cut with a very deep flap, which admits of its being well gummed, without danger to the letter it contains, and by adding to the thickness of the covering it prevents the letter being read by holding it up to the light. The envelopes cost, No. 5, \$3.75, and No 6, \$4, one third off.



THE "centennial" paper of Porter & Bainbridge has met with a great success. The quality and style of the paper is such as to make it very popular, and already large quantities of it have been sold. The "centennial" is the best imitation of the old-fashioned hand-made paper ever put upon the market. It may be had in note and letter size, put up in handsome packages, with the trade-mark as above.



The above cut is a good representation of Burnet's Sample-Book. It will be seen that, being made in sections, it can readily be separated, and any portion of it removed or replaced at will. The sample-book can be had in all styles of binding. Samples of both these articles will be exhibited at the coming Book Fair.

MESSRS. McLAUGHLIN Bros. have recently put upon the market a new style of dressed paper dolls. The heads are imported, but the the evening of July 12th.

dress and trimmings are made here. The dolls present a very pretty appearance, and the larger sizes stand upright without other support than the skirts. The dolls are put up in handsome boxes that resemble a house.

LITERARY AND TRADE NEWS.

A HUGE volume of more than a thousand large octavo pages, collating the "Martial Deeds of Pennsylvania," is to be published by T. H. Davis & Co., Philadelphia. It is a record of the part played by Pennsylvania and her sons in the War of the Rebellion, and is especially rich in brief biographies of the leaders.

DODD & MEAD will shortly issue a collection of poems by P. Hamilton Myers, of Auburn, N. Y. The title poem in "Ensenore and other Poems" was first published some years since, and is said to have achieved a considerable popularity in Central New-York.

WE are to have some of the veterans at Niagara—among them Mr. J. N. Whiting, who has been in the book business in Indianapolis, chiefly in his own publications, since 1829, nearly half a century.

MR. LEAVITT is now busy laying out the plans for the accommodation of selling houses at the Exchange. The entire second floor of Clinton Hall, 75 by 150, will be occupied by the book-publishers represented; and the tables, racks, desks, and shelving will be so arranged as to give each of the large houses a little counting-room by itself. We hope to print a plan of the floor of the Exchange, with distribution of publishers, in an early number. Up-stairs will be the publishers of chromos, the manufacturing stationers, etc.

THAT interesting book by Miss West, long a missionary of the American Board at the East, "The Romance of Missions; or, Inside Views of Life and Labors in the Land of Ararat," is nearly ready at Randolph's. It tells some strange and entertaining love-stories and other romances, and has a happy introduction by Mrs. Charles, author of the Schönberg-Cotta books.

THE Putnams are to publish a new Library Atlas, which will have the threefold advantage of ranging with ordinary sized books (large 8vo); being thoroughly comprehensive, for it will contain 100 maps and two plates, covering modern, historical, and classical geography; and being cheap of its kind (\$10 and upwards). There will be descriptive text to each part, and an index covering many thousand places, and the volume promises to be the best of their already valuable series.

THE Appletons have just ready a new novel by Frances Elliot, author of "Romance of Old Court Life in France." It is called "The Italians," and deals with present life in Lucca.

THE trade is very much indebted to Mr. W. C. Gould, the courteous passenger-agent of the Erie Railway, for the very favorable rates of fare, and other facilities, obtained for the delegates to the Niagara Convention. Not only with the Erie, but with all its connections, Mr. Gould's influence has been freely exerted, and with excellent effect. We are glad to learn that he expects to accompany in person the special train that will leave New-York on the evening of July 12th.

SITUATIONS WANTED.

A YOUNG MAN, good, rapid penman and accountant, desires a position in some Publishing House. Good city references. Age 29. Salary moderate. Address, R. S., this office.

BUSINESS NOTICES.

DUBLISHERS having facilities for pushing two or three live books in other cities, please communicate with New-York Book-Maker, care of Publishers' Weekly.

BOOK AUCTIONS.

A UCTION Sale, at Richmond, Va., on the 14th July, 1875, of the valuable library of the late Hon. Thomas H. Wynne, Corresponding Secretary of the Virginia Historical Society. Rich in Americana, private prints and local histories, Confederate States publications, etc. Orders filled by the auctioneer; catalogues sent on application. Address J. Thompson Brown, Auctioneer, 1113 Main Street, Richmond, Va.

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white's Shakespeare. 12 vols., crown 8vo, cloth. Best Edition. Little, Brown & Co., Boston.

BOOKS FOR SALE.

Acosta's Natural and Moral History of the East and West Indies. 4to, old calf. London, 1604. \$15. Holmes's Annals of America. 1492-1826. 2 vols. 8vo. Cam-

bridge, 1839. \$12.

Johnson's Traditions, etc., of American Revolution in the South. 8vo, cloth. Charleston, 1857. \$12.

Marshall's History of Kentucky. 2 vols. 8vo, sheep. Frank-

fort, 1824. \$12. A. Walker's Statistical Atlas of the United States, 1874.

F. A. Walker's Statistical Au Folio. \$15. All books warranted perfect. Address,

Address, "Books," care of this office.

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BOSTON.

To the Book Trade

United States.

The Officers of the American Book Trade Association call the attention of the Booksellers throughout the country to the necessity of earnest and united co-operation by the whole trade that they may fully accomplish the work they have undertaken.

To this end, they most earnestly ask the members of the trade who have not already done so, to connect themselves with the Association, and by their presence at the next convention, to be held at Niagara Falls, July 13th, 1875, identify themselves with the reform.

Booksellers may become members of the Association, by remitting the dues (Two Dollars) to the undersigned, or to the Treasurer, TIMOTHY NICHOLSON, Esq., Richmond, Ind., and authorizing the signature of their names to the Constitution.

It is expected that the several Committees will be prepared to present their reports, upon the assembling of the convention.

A preliminary meeting of the Officers of the American Book Trade Association will be held at the International Hotel, Niagara Falls, on Tuesday, July 13th, at nine A.M., at which all the Officers are expected to be present.

A. D. F. RANDOLPH,

President.

WM. LEE,

Care Lee & Shepard,

Chairman Executive Committee, Boston.

JAS. S. BAKER,

Care Baker, Pratt & Co., New-York,

Corresponding Secretary.

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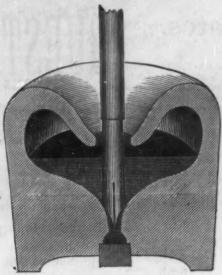
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